



○ DECEMBER SALES | ○ 2013



City of Evans
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Sales Tax

A SUSTAINABLE FUTURE REVENUE

December sales tax collections finished the year with an increase of 17.2% as compared 2012.

update

Evans In Brief

December receipts were 41.3% higher than the same period last year.

Industrial sector reported a significant increase of 108.2% over the same month last year.

Motor vehicle ended the month with a 91.2% increase, more than doubling last months increase of 43.6%.

The City's base reported a 28.7% increase as compared to the same period last year.

Utilities ended the month with a significant 13.5% increase compared to the (4.9%) decrease last month.

The commercial sector reported an increase of 1.7% compared to the same period last year.

Total YTD Sales Tax: +17.2%
YTD Actual vs. Budget: +1,844,663

STRENGTHS:

- Greeley unemployment dropped to 6.6% in October, according to the *Bureau of Labor Statistics*
- Home prices in Evans are up 5.9 % from last year, and are predicted to increase 2.7% over the next year, as stated by *Zillow*.

WEAKNESSES:

- Monitoring the Utility sector due to past volatility and recent fluctuations.
- Cautionary outlook in motor vehicle due to significant swings in collections over the past 3 years.



SPOTLIGHT

Spotlight on 2013 Results

Category	2012 YTD	2013 YTD	% Change
Base	1,536,477	1,758,681	14%
Commercial	1,730,349	1,852,981	7%
Industrial	1,378,227	1,858,856	35%
Utilities	690,360	730,101	6%
Motor Vehicle	1,196,907	1,456,752	22%

With another year complete, we now have a full three years of data under the self-collection model with which to evaluate the City's sales tax by major business group.

Our big winner for 2013 growth was our industrial sector reporting a 35% year over year increase. This is

consistent to last year's outcome, where the industrial sector experienced a 34% growth rate. The base and commercial categories continue to grow, indicating stability post recession.



Total Sales Tax Collection Summary

Sales Taxes for December 2013

	Monthly Collections 2012	YTD Collections 2012	Monthly Collections 2013	YTD Collections 2013	Seasonal Trend for Annual Projections	Projected YTD Collections
Jan	\$481,859	\$481,859	\$509,054	\$509,054	\$428,985	\$428,985
Feb	\$524,788	\$1,006,647	\$534,655	\$1,043,710	\$453,662	\$882,645
Mar	\$579,514	\$1,586,161	\$582,182	\$1,625,892	\$480,527	\$1,363,172
April	\$528,825	\$2,114,986	\$589,284	\$2,215,176	\$486,157	\$1,849,329
May	\$567,928	\$2,682,914	\$594,521	\$2,809,697	\$483,627	\$2,332,956
June	\$592,945	\$3,275,859	\$649,387	\$3,459,084	\$494,249	\$2,827,205
July	\$553,820	\$3,829,679	\$658,999	\$4,118,083	\$490,133	\$3,317,338
Aug	\$544,837	\$4,374,516	\$656,811	\$4,774,894	\$516,446	\$3,833,784
Sept	\$567,623	\$4,942,139	\$693,642	\$5,468,537	\$506,478	\$4,340,262
Oct	\$489,486	\$5,431,625	\$692,793	\$6,161,330	\$496,533	\$4,836,795
Nov	\$535,166	\$5,966,791	\$699,737	\$6,861,067	\$458,610	\$5,295,405
Dec	\$565,529	\$6,532,320	\$796,305	\$7,657,372	\$517,303	\$5,812,708

